

With little encouragement entrepreneurs of Dholaikhal, Zinjira can make it big

By Masud Hasan Khan

Abdul Malek Sarker never thought he would make it. With one hand maimed, the 45-year-old Sarker manufactured carom boards all by himself. Now he has three pairs of skilled and another two pairs of unskilled hands to get the job done for him.

Besides a thriving business in the country, the sports gear manufacturer also supplies carom boards occasionally to England, Australia and the Middle East in small numbers. Sarker of Messrs Malek and Company is one of an estimated 3500 small industrial units in Dhaka's Dholaikhal area who keep alive the dream of future prosperity and the ultimate goal of exporting their goods abroad.

Sarker believes that small industries can help create a solid economic foundation for a country like Bangladesh by employing a huge number of skilled and potential labourers. "But what is needed initially for a good go-ahead for these small industrial units is a little support and security from the government," he says. Justifying his arguments, Sarker says that cheap labour is the country's only resource which can be effectively employed to fill the 'big void' of the western labour market.

The government is no less optimistic than the Dholaikhal businessmen. The 1990-91 Annual Report of the Bangladesh Bank indicated that a well organised economic programme for these small engineering units could help materialise the dreams of the entrepreneurs.

Bangladesh Small and Cottage Industries Corporation (BSCIC), as part of its promotion and development activities, took up a special credit project in 1985. Under the experimental project, the corporation distributed about five crore Taka to 223 small engineering firms at Dholaikhal and Zinjira areas.

Take 3.73 crore was made available to 168 industrial units at Dholaikhal while Taka 66 lakh was disbursed to 55 entrepreneurs of Zinjira as fixed capital to buy machineries or as working capital to run their ventures profitably and efficiently.

During June 30, 1990-91 recovery of loans from these projects stood at Taka 2.50 crore, or 50 per cent of the amount disbursed.

According to BSCIC officials, the return is better compare to other credit sectors of the government.

The carom board manufacturer Sarker received Taka 1.32,500 loans from BSCIC as working capital under the Dholaikhal-Zinjira project. Repayment of loans in his ac-

count stands at Taka 1,12,000 with interest.

Messrs Diamond Industries of Mohammad Alauddin manufactured spare parts of automobile and heavy industrial machineries. Alauddin received Taka 1,02,000. He paid back Taka 50,000 with interests.

When asked about the cause of such a good recovery the borrowers said that they were cautious in handling the bank money.

"We know about the bank defaulters and we are serious

back all the money he borrowed, said that because of lack of proper consultancy service from the BSCIC, many borrowers suffered financial loss. Many loans bought machines they did not really need, he said.

There are about 3500 industrial units in Dholaikhal area. Most of the small entrepreneurs have little formal education. There are only two entrepreneurs who have engineering degrees while only 15 studied in schools till matriculation.

Authorities and Inland Water Transport Corporation.

These sectors buy spares worth about Taka 320 crore every year. The small entrepreneurs claimed that 90 per cent of the imported spares could be manufactured locally by the Dholaikhal technicians. But the bulk buyers in the public sector are still reluctant to buy their products on ground of quality.

Felix Dhuni is the owner of Messrs Milling Master at the Tipu Sultan Road. He has employed 14 people with three skilled technician. Felix said that there was a bright future ahead for the small scale industries if the manpower is properly utilised within the country and not just exported abroad.

An evaluation study conducted by BSCIC on the Dholaikhal-Zinjira Credit Programme said that the utilization of skilled manpower increased from 55 per cent to 73 per cent on average. The total average yearly value of the products manufactured by the engineering enterprises rose to Taka 24 crore 29 lakh and 64 thousand from Taka 14 crore 48 lakh and 97 thousand. Labour productivity increased about 54 per cent.

The study said that as much as 38 per cent of the active industries are operating below 60 per cent of their installed capacity. Capacity utilisation is maximum in the wire drawing and wire products industries, tyre retreading, sanitary and bathroom fittings producing industries. However capacity utilisation was poor in spare parts, jute, textile mills machinery and spare parts and steel furniture producing units.

The utilisation of skilled manpower is maximum in the steel furniture, textile and jute mills machinery, wire drawing, wire products, sports goods and padlock manufacturing units.

BSCIC officials suggested that there was a good opportunity for subcontracting arrangements between the engineering units of the Dholaikhal-Zinjira areas and the sector corporation.

A research officer of BSCIC said the most important thing about these entrepreneurs is that they showed no tendency to divert capitals.

BSCIC officials said that inspired by the success of Dholaikhal-Zinjira Credit Programme, BSCIC have taken up similar programmes in Patuakhali, Bhola, Meherpur, Barisal and Kushtia districts. However, they said that BSCIC had no further credit programme for the Dholaikhal entrepreneurs.



about loans," said Alauddin. "The small traders really mean business," he added.

Almost all the borrowers at the Dholaikhal area interviewed by this correspondent voiced against BSCIC's system of credit. They said that the corporation had failed to identify the deserving entrepreneurs.

One loanee said that a certain drug store at Dholaikhal area was turned overnight into an engineering shop which then managed to receive bank credit.

Sharif Hossain of Messrs Hossain Engineering Works at Tipu Sultan Road, who paid

The small entrepreneurs are also innovative. Many indigenous devices have been developed by the mechanics of the area. They converted a lathe machine into a shaper. Procurement of a separate shaper machine would have been costlier. Besides, it would not be used to its full capacity.

The Dholaikhal engineering firms supply their products to Bangladesh Jute Mills Corporation, Chemical Industries Corporation, Sugar and Food Industries Corporation, Steel and Engineering Corporation, Biman Bangladesh Airlines, Inland Water Transport



Zafar Ali Khan and A S Salahuddin Ahmed signing agreement. Secretary Industries, Dr Ekram Hossain, Secretary of Pakistan's Ministry of Production Tarique Mostafa, High Commissioner of Pakistan Anwar Kamal and General Manager (Marketing) of HMC Pakistan Ghulam Mujtaba is also seen.

BSFIC finalises agreement to set up new sugar mill

By Staff Correspondent

Agreement on setting up of a new sugar mill in North Bengal with a capacity to produce 16600 tons of sugar during a season has been signed in Dhaka on Saturday between Heavy Mechanical Complex (HMC) of Pakistan and Bangladesh Sugar & Food Industries Corporation (BSFIC).

Zafar Ali Khan, Managing Director of HMC, Pakistan and A S Salahuddin Ahmed, Secretary, BSFIC signed the agreement on behalf of their respective organisation.

The 68.77 crore taka project including foreign exchange component of Tk 42.77 crore was approved by the Cabinet Purchase Committee on 27th February

'92 and is expected to be completed by Nov 1994. The project will be implemented with foreign exchange support from Pakistan's state credit while local currency portion will be provided from BSFIC's own fund.

It will be the second sugar mill to be installed with Pakistani assistance after Natore Sugar Mill and third new sugar mill set up since liberation.

With the completion of the project in 1994, country's sugar production capacity will be enhanced from existing one lac 99 thousand 250 tons to two lac 15 thousand 850 tons a season.

Shipping Intelligence

Chittagong Port

Name of Vessels	Berthed	ETD	Berth	L Port No	L Agent	Cargo
Alwamruz	5/3	5/3	J/1	Howd	ASLL	GI/GL
Banglar Mamata	26/2	14/3	J/2	Kara	BSC	GI
Ronjary Victory	14/3	14/3	J/3	Sing	PSAL	GI S Ash
Safina-e-Rehmat	29/2	12/3	J/8	Kara	ASLL	GI/GL
Manderi	10/3	13/3	J/10	Sing	RSL	Cont
Euroliberty	16/2	16/3	J/11	Chiang	EOSL	TSP
Danilovgrad	2/3	13/3	J/12	Sing	BSL	MOP
Andran Goncharov	11/3	13/3	J/13	Sing	CT	CONT
Fong Yun	10/3	13/3	MPD/1	Sing	BDSHIP	Cont
Barge: Mataram	6/1	-	MPB/2	Sing	SW	
Pearl One	19/2	13/3	CGJ	Bank	CLA	
Hang Tone	6/3	15/3	RM/4	Sing	H&H	Cement

Vessels at Outer Anchorage

Name of Vessels	Cargo	L Port	L Agent
Vessels not ready			
Banglar Doot	Rice	Kara	BSC
Banglar Sampad	Rice	-	BSC
Vessels awaiting instruction			
Al Ishrat	-	Mong	KSL
Banglar Jyoti	-	-	BSC
Banglar Kiron	-	-	BSC
Vessels not entering			
Alyn	Cement	Sing	ALMin
Red Deer	-	Sing	OTL
Ryong Gang	Cement	-	PSAL
Oryx	Salt	-	AQUA
Vigorous Swam	Urea	-	AQUA
Harmony	-	-	TSLL
Ocean Voyager	Cement	Sing	AML

Vessels Due at Outer Anchorage

Name of Vessels	ETA	L Port Call	Cargo	L Agent
Atlantic Clipper	12/3	Cal	Cont	BDSHIP
Iarford	12/3	-	-	SRL
Iota Buama	12/3	Sing	Cont	CTS
Tong Shin	12/3	Sing	Cont	BDSHIP
Yamburenko	15/3	Sing	Cont	CT
Piya-1	13/3	-	Cement	Paragon
Farabievrett	14/3	Sing	GI	EBPD
New Genlord	15/3	Sing	Cont	BDSHIP
Silver Lake	14/3	-	GI	PROG
Tiger	14/3	-	Vessel	Unistar
Ronjary Choomie	14/3	-	Cement	RSA
State of Ohissa	15/3	-	CL	SSL
Chandidda	15/3	-	CL	SSL
Eyriakoula D	15/3	NECO	Rapeseed	Royal
Ocean earth	16/3	Sing	Cement	Sunshine
Arunachal Pradesh	17/3	-	GI	H&H
Allissa	17/3	-	Cement	H&H
Ever Cheer	17/3	Sing	Cont	BDSHIP
Jiang Cheng	18/3	S had	GI	BDSHIP
Mowlav	18/3	MONG	CL	SSL
Orurwald	13/3	Col	GI	BSA
Banglar Gourab	18/3	Dena	GI	BSC
NGS Ranger	19/3	Sing	Cont	BDSHIP
Valleta-II	21/3	Bank	Sugar	Karna
Infinity	21/3	Sing	Cont	RSL
Sam Hosston	25/3	-	-	Karna
Ahlers Breeze	25/3	-	Cont	RSL
Peter Starostin	25/3	Sking	Cont	CT
Leozavodsk	26/3	-	Unitizee	Lutjuf
Asian Angel	26/3	Jaka	GI	JF
Dimitry Poluyan	27/3	-	CL	CT
Barge Anohoken	45/50	Sing	Pana	BAHA

Note: Berthed = Vessels at Port Jetty. ETD=Expected Time of Departure. ETA=Expected Time of Arrival. NA=Not Available. ETB=Expected to Berth. Source: HRC GROUP

Exchange Rates

The following are the Commercial Bank's BC selling and TT (C), OD transfer buying rates for some selected foreign currencies effective on March 15, 16 and 17.

Currency	SELLING	TT(C)	BUYING
US dollar	38.9326	38.7067	38.4481
Pound sterling	66.4384	66.1049	65.6890
DM	23.3241	23.1761	23.0200
FF	6.8713	6.8281	6.7822
S Riyal	10.4067	10.3469	10.2772
D Oulders	20.7309	20.6007	20.4620
S Kroner	6.4351	6.3928	6.3498
Singapore Dollar	23.3563	23.2220	23.0656
UAE Dirham	10.6364	10.5753	10.5041
Kuwaiti Dinar	NA	NA	NA
Indian Rupee (AMU)	1.5026	1.4959	1.4884
Pak. Rupee (AMU)	1.5649	1.5576	1.5498

Authorised dealers will apply TT clean buying rate for purchase of remittances of Bangladeshis working abroad. NOTE: AMU - Asian Monetary Union.

Dhaka Stock Prices

At the close of trading on March 14, 1992

Star Economic Report

Losers still the rulers

Dhaka Stock Exchange (DSE) had a busy day Saturday after prosaic trade for quite some time. Despite a good exchange of papers, losers still dominated the floor. As a matter of fact it is the losers who dragged the number shares trade from the previous day's five to yesterday's 20. The gainers are yet to gain strength as their number remained unchanged at two. Seven papers were traded at their previously quoted prices which includes two debentures.

Trading in terms of value more than doubled to Tk 399780.00 from Thursday's Tk 150340.00. But in volume terms it reduced to 3180 from 4918.

DSE composite Price Index dropped further by 1.796 to 286.6896.

THE DAY'S TRADING AT A GLANCE

DSE All Share Price Index	286.6896
Market Capitalisation (Tk)	8,199,444,343.00
Turnover (in value Tk)	399,780.00
In volume	3180

Company	FV/ML	Previous Day's price Tk	Closing price Tk	Change (Absolute) Tk	Change (% over previous price)
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Gains (02)					
Shares:					
Aftab Automobiles	100/5	180.00	182.00	+2.00	1.112
Savar Refractories	100/5	98.67	99.62	+0.95	0.963

Losses (20)					
Shares:					
Islami Bank	100/1	1700.00	1550.00	-150.00	8.824
AB Bank	100/5	188.00	180.00	-8.00	4.256
Utara Bank	100/5	155.00	148.00	-7.00	4.517
Monno Ceramic	100/5	149.00	145.00	-4.00	2.685
National Tubes	100/10	103.07	100.00	-3.07	2.979
Atlas Bangladesh	10/50	33.00	30.00	-3.00	9.091
5th ICB M Fund	100/10	88.00	85.00	-3.00	3.409
4th ICB M Fund	100/10	125.00	122.00	-3.00	2.400
NTC	100/5	242.33	240.00	-2.33	0.962
B Thai Alum	100/10	85.00	83.00	-2.00	2.353
Green Delta	100/10	124.00	122.00	-2.00	1.613
Kohinoor Chemical	100/5	75.00	73.18	-1.820	2.427
6th ICB M Fund	100/10	58.10	57.00	-1.10	1.884
National Bank	100/5	104.00	103.00	-1.00	0.962
3rd ICB M Fund	100/5	125.00	124.00	-1.00	0.800
Bata Shoe	10/100	32.38	31.75	-0.63	1.946
Eastern Cables	100/5	75.00	74.42	-0.58	0.774
Rupan Oil	10/100	6.40	5.95	-0.45	7.032
Zeal Bangla	10/50	9.70	9.50	-0.20	2.062
Beximco	10/100	9.69	9.50	-0.19	1.981

Traded at previous quoted prices (07)
Shares: BGIC, Bengal Food, Oxygen, Beximco Pharma, Talu Spinning.
Debentures: Beximco, Beximco Pharma.

SHARES & DEBENTURES LISTED WITH DSE

Company	FV/ML	Tk
BANKS (10)		
AL Baraka Bank	1000/1	1090.00
AB Bank	100/5	180.00
City Bank	100/5	265.00
IFIC	100/5	183.00
Islami Bank	1000/1	1700.00
National Bank	100/5	103.00
Pubali Bank	100/5	102.00
Rupali Bank	100/10	90.00
U.C.B.L	100/5	123.00
Utara Bank	100/5	148.00
INVESTMENT (08)		
ICB	100/5	90.00
1st ICB M.Fund	100/5	330.00
2nd ICB Fund	100/5	153.00
3rd ICB M. Fund	100/5	124.00
4th ICB M. Fund	100/10	122.00
5th ICB M. Fund	100/10	85.00
6th ICB M. Fund	100/10	57.00
ICB Unit Cert.	-	-
Sales Price	-	116.00
Re-purchase	-	111.00
PHARMACEUTICALS & CHEMICALS (15)		
Ambee Pharma	10/50	11.75
Bangla Process	100/5	56.00
Beximco Pharma	100/5	198.00
Glaxo	10/50	125.00
ICI	10/50	10.00
Kohinoor Chemical	100/5	73.18
Petro Synthetic	10/50	17.17
Pfizer	100/5	110.00
Pharma Aids	100/5	150.00
Pharmaco	100/5	58.00
Progressive Plastic	10/50	40.00
Reckitt & Colman	100/5	290.00
Rahman Chemicals	100/10	39.67
Therapeutics	100/5	85.00
The Inbina	100/10	92.00
PAPER & PRINTING (08)		
Eagle Box	10/50	22.50
Monosopul	100/5	95.00
Paper Converting	100/5	115.00
Paper Processing	100/10	60.00
Padma Printers	10/50	50.00
Sonali Paper	10/50	50.00
SERVICE (02)		
Bangladesh Hotel	10/50	12.00
Bd. Service	10/50	NT
TEXTILE (18)		
Alhaj Textile	10/50	NT
Arbee Textile	100	